

INFORMATION LETTER

Not for
Publication

NATIONAL CANNERS ASSOCIATION

For Members
Only

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Association Needs Data for Wage and Hour Hearing

On December 2, the Wage and Hour Administration will hold hearings on proposed redefinitions of the terms "executive," "administrative," "professional," and "outside salesman" as used in Section 13(a)(1) of the Fair Labor Standards Act. The Association has scheduled an appearance at these hearings for the purpose of representing the canning industry. To adequately protect the industry, it is essential that the information requested by the Association in a questionnaire mailed all members on November 12 be sent in as soon as possible. Canners who have not answered this questionnaire are urged to do so immediately.

Commerce Secretary Harriman this week announced a program to effect a reduction in the use of tin plate for the packaging of beer, coffee, pet foods, and non-food items. (See story on page 471.)

The Association this week mailed to all members a statement on the U. S. Department of Agriculture's proposed policy on price supports and production adjustment as presented in the hearings on the long-range agricultural program held recently by the House Committee on Agriculture.

Both the Wage and Hour Administrator and the Secretary of Labor this week urged Congress to increase the minimum wage to 75 cents an hour and eliminate special canner exemptions. (Details on page 476.)

According to an announcement released late yesterday by the Army Quartermaster Corps, the armed services will purchase 22,419,000 pounds of canned meat and canned meat products during the coming year. Invitations to bid will be issued by the Quartermaster Corps some time during the coming week. For further details see story on page 474.

Tariff Agreements Released

Tariff reductions ranging up to 50 percent of existing rates on major imports and, according to State Department and OIT officials, affecting about 60 percent of United States international trade, have been announced in the United Nations release of Trade Agreements recently negotiated with the representatives of 23 nations at Geneva, Switzerland.

U. S. Government delegates who attended the Geneva Convention say that, by and large, the concessions obtained for the American canning industry—that is, tariff reductions affecting the admission of canned foods into other countries participating in the Trade Agreements—were greater than those applicable to any other segment of American industry.

The principal effects of the new tariff regulations on canned foods are summarized in a special bulletin from the International Trade Division of N.C.A. (See *Tariff Agreements Released*, page 475)

Plans for 1948 Tomato Disease Control Program Announced

Plans for an intensive tomato disease control program for 1948 were formulated at the Tomato Disease and Insect Conference held under the joint sponsorship of the National Canners Association and the Pennsylvania Canners Association, at York, Pa., on November 18. Details of the 1948 tomato disease control program have been published in a special bulletin which will be mailed early next week by the N.C.A. to all tomato canners in the East and Mid-West where disease during the past several years has been a problem. The (See *1948 Tomato Disease Program*, page 476)

Rutz Praises Industry for Promoting Pure Food Legislation

The canning industry's part in promoting the passage of pure food legislation was emphasized this week in two addresses given by President Emil Rutz at State canner association meetings. President Rutz, addressing the 33rd annual convention of the Pennsylvania Canners Association at York, on November 17, and the annual fall meeting of the Indiana Canners Association at Indianapolis, on November 20, reminded the State canner groups that the canning industry has always stood for the highest possible standards of quality for canned foods.

"The industry," he said, "as early as 1890, through an organization known as the National Association of Canned Food Packers, urged the passage of the Federal pure food law which would establish

quality standards for canned foods." This movement was carried on and intensified by subsequent canner organizations, Mr. Rutz declared, and with the passage of the Federal Pure Food Act in 1906 and the founding of the National Canners Association in 1907, the canning industry gave even greater impetus to the campaign for quality standards.

"An outstanding contribution to the development of canned food standards was the McNary-Mapes amendment to the Pure Food Act, enacted in 1930. Providing for a single minimum standard of quality below which a canned food must bear the 'substandard' legend, this provision was so identified with the industry that it was popularly referred to as 'the canners amendment' and its provisions were deemed so acceptable that when the present Food, Drug and Cosmetic Act was passed in 1938, the provisions of the McNary-Mapes amendment were incorporated and made to apply to all foods," Mr. Rutz stated.

Secretary Carlos Campbell also took part in both meetings. At the Pennsylvania meeting, he discussed the results of a recent N.C.A. survey of canned food prices which indicated that many canned foods were selling at lower prices on October 1 than they were a year earlier, and pointed to the favorable position of canned foods in the current price structure.

Speaking to the Indiana canners on the subject of can size simplification, Mr. Campbell said, "The object of can size simplification is to afford protection to the consumer, to prevent unfair competition between producers of canned foods, to facilitate the economical production of containers and to permit their continuous improvement to meet technical problems of both canning and can making."

Forrest F. Heaton, director of the N.C.A. Claims Division and Dr. Charles H. Mahoney, director of the N.C.A. Raw Products Bureau, were other Association staff members taking part in the Pennsylvania canners convention. Mr. Heaton discussed the work of the National Canners Association's Claims Division and its objectives, and Dr. Mahoney conducted a special tomato disease control conference, which was held in cooperation with the Pennsylvania Canners Association.

EDITOR'S NOTE: An account of N.C.A.'s participation in the Wisconsin Canners Association convention last week was carried in the INFORMATION LETTER for November 18, but space did not permit the publication of President Rutz' Wisconsin address, which is reproduced in full in the following columns.

N.C.A.—PIONEER OF PROGRESS

By Emil Rutz, President

It is one of the privileges of my office to attend state canners association meetings, and I am grateful for your invitation. There is a reason, personal to me, why I am glad to be here. I have long cherished the desire to visit your great state, within whose friendly borders so many of my Swiss countrymen have built a new homeland, like those men and women of New Glarus, in Green County, whose descendants celebrated last year the first 100 years of pioneering. Like the Pilgrims, these pioneers yearned for wider horizons and a more expansive outlook, for which they willingly paid the price of hardship and privation, sharing in the rewards of self-sacrifice, thrift, and industry that honor them and the state that welcomed them in.

Essence of Progress

The spirit of the pioneer is the essence of progress. To push beyond the confines of what has already been put in order is to have faith in the unseen, in that strength that lies in indomitable purpose and the will to win. It is the ascendancy of the unattained over the achieved. It is the forward urge of your own song, "On, Wisconsin." It is democracy. It is marching men of thought seeking and finding for the good of all.

It is of men armed with ideas that I speak—the National Canners Association, for example. During the 40 years of its service to canners, new ways and means have been and are being constantly designed to advance the business of canning for individual and voluntary use, in a world of free enterprise, that yet maintains the complete structure of competition unhampered by any interference whatsoever.

And then there is your own Fred Stare, my predecessor in office, to whom goes the unqualified gratitude of N.C.A. for his outstanding services. For two eventful years of transition from war to peace he guided the destiny of our Association with merit and distinction. A recognized leader of the industry has said, "He has been one of the most generally accepted presidents the Association has had in years."

But the whole idea of pioneering and the pioneer has somewhat lost its appeal. It went out with the covered wagon and the mountain men, they say. There are no more lands to explore. Man has ferreted them out, settled them up. Even space and time and energy and other intangibles of the physicists are being measured in test tubes and banded about with the familiarity a conqueror pays the vanquished. It is all so efficient, breathtaking, overwhelming. The only thing that hasn't fitted very well in a test

tube for laboratory experimentation is man. Something ought to be done about him. A little of the spirit of the pioneer might help a lot. There is a feeling beginning to dawn that multiplying efforts to build a structure of social security isn't quite the answer. You can't help the inside of a man much if you merely do a little fixing on the outside. Maybe Shakespeare was right after all when he said, "There is nothing either good or bad, but thinking makes it so." When men stop thinking they become wards of Government. It is easier to think one's way into indigence than into independence, once a fellow comes to believe that the Government owes him a living. I'm not for the brand of rugged individualism that would make of humanity a speed race to preferment, with the devil taking the hindmost, but I am equally opposed to depriving every man of all initiative and responsibility by putting him on cushions for free transportation with institutional care and spending money to Journey's End. To be alive is no passport to chosen idleness. Society owes no one a living for the single contribution of being here. This holds true whether we speak of individuals or peoples as a whole.

Foreign Food Relief

There is something of cold paralysis in the philosophy of "Someone owes somebody else a living." The business world has not been wholly free of this slanted thinking; not even our own canning industry. I refer to the pressure brought to bear some months ago on the federal government to have several surplus canned foods included in the foreign relief program. Despite the good intentions and the sincerity of those who appeared before the House Agricultural Subcommittee in Washington, the effort, as it turned out, harmed rather than helped the industry. Certain elements of the radio and press immediately misrepresented that we were seeking government aid so that canners could boost their prices on the better quality foods. It was an ugly smear on our industry. "Canners cry help," screamed one headline over a twisted bit of reporting, dripping with innuendo. "Faced with enormous stocks and falling prices, canners want to sell surplus at bargain prices to foreign buyers. Loss made good by U. S. Subsidy . . ." stated another. Still another said, "New U. S. handout? Canners ask subsidies to help sell their surplus foods abroad. U. S. consumers may be forking over tax money before the year is out to keep their own grocery bills high."

Such stuff is on a parity with the ignorance displayed by some of the government officials at the hearing.

One official asked why, if canners had too many Standard grade green beans on hand, they didn't restrict their canning to Fancies. It looked that way from the high vantage point of an armchair. But we need to think our problems through without recourse to sources of trouble discrediting our industry.

N.C.A. agrees that the right way to handle the relief job can be found in the answer to the question, as one of the trade magazines put it, "What available foods represent the biggest nutritive value per dollar spent for hungry people overseas—canned foods or some other kind?"

Government Subsidies

Seeking government subsidies is akin to the "Somebody owes me a living" attitude, because it is asking that the public, which did not have a voice in our decision, share the losses resulting from the exercise of the rights of each of us under the free enterprise system to determine the size of our respective packs as we see fit, according to our individual judgment of future trends. The temptations are obvious, the dangers more so, and it is simply incredible if we fail to see the clear way ahead. For any industry proclaiming to be unadulterated advocates of free enterprise, a government subsidy is a run to cover, a fearfully equivocal cover at that, with vision running to 20 percent of normal and fever at 106.

The Government's position in this matter has been clearly and sensibly set forth in these words: "We feel it would be both unwise and improper for us to make large expenditures for foods which yield a substantially lower caloric return per dollar spent than do grains, the cost per calorie in canned foods ranging from two to 24 times that of flour, which is itself about 20 percent more expensive than whole grain. In addition to the difference in original costs of purchasing the supplies, inland and ocean transportation charges mount up substantially on commodities with a small number of calories in relation to their volume. For example, shipping charges brought the landing costs of shipments of surplus Maine potatoes to Germany to a figure considerably higher than wheat even though the potatoes were made available at United States inland loading points at a purely nominal charge of 4 cents a hundred pounds. This factor would be even greater in the case of products such as canned vegetables. To replace even one percent of the cereals on a calorie for calorie basis with a selection of canned foods would add roughly \$16,000,000 to the cost—13.5 million extra for the commodities involved and 2.5 million extra for shipping. The suggested substitution of canned foods for cereals would mean

a deliberate reduction of calories supplied in a situation where every calorie will be needed to maintain minimum subsistence levels."

If any canned foods should be considered feasible for inclusion in the relief program, the N.C.A. stands ready as always to assist its members in establishing the proper contacts with the respective government agency or agencies, but meanwhile let us approach this entire problem as good citizens and on the basis of how public expenditures may be kept down and how available funds may accomplish the greatest good.

The feeling is said to exist in some quarters that N.C.A. is a "big shot" organization, but careful analysis shows that the medium size and smaller canner member is, if anything, relatively the larger beneficiary. For example, firms of nation-wide scope which we proudly count among our membership, maintain in many instances their own departments devoted to research, home economics, public relations, etc. Nevertheless they recognize the advantages of sharing the greater efficiency among all canners and thus to advance the primary objective of N.C.A.—to keep right on pioneering the as yet unexplored resources in the field of canned food production and consumption. And the cost to the individual member canner is negligible measured in dollars against service rendered.

N.C.A. Brochure

Last January the National Canners Association issued a 22-page brochure describing its organization, facilities, management, functions, and policies in serving the individual and the industry. It is worthy of study to inspire the appreciation and cooperation of every canner in America and it inevitably poses the question: How can any canner afford not actively to support and belong to N.C.A.? Here is a vision beyond the common horizon of a job. Here is implemented a splendid organization of helpfulness in its true sense, free of interference, that does honor to the best traditions of free enterprise. Our Association has members in 44 States and three territories. Its membership packs from 75 to 80 percent of the industry's total production. N.C.A.'s Board of Directors consists of 71 directors selected in such a manner as to provide representation for each State or geographical region, each size of operation, and all of the various products packed. With 40 years of experience and a creditable performance back of us, we look to the unfolding opportunities ahead, and he who can do so minimizes problems and catches something of the true impulse of the pioneer.

The spirit of the pioneer pushes beyond the commonplace. It recruits its questing soldiers from the uplands of bold enterprise, sparked by a curiosity

at once intellectual, altruistic, acquisitive. Dominant of type, resourceful, forward-looking, the pioneer is a selective screening of the ever-young-in-spirit and the strong, for only they hurl a challenge to the God-of-things-as-they-always-have-been in the demand for changes identified with progress. Pioneering means adaptation. It possesses the elasticity to meet changing conditions, new economies, conserving the best, adopting the innovation. Pioneering means imagination. In the words of Francis Thompson: "It is to turn pumpkins into coaches, and mice into horses, lowness into loftiness, and nothing into everything."

The Will to Work

The realistic is even yet more dramatic than the fanciful. It is honest toil and sweat and the will to work. It is the spirit of the pioneer pushing forward into new lands of ideas. It is "On, Wisconsin." It is that indefinable essence of American business, large and ever so small, of which the National Canners Association counts itself a grateful member.

Containers

Reduction Asked in Use of Tin Plate for Non-Food Purposes

Secretary of Commerce W. Averell Harriman this week announced a tin conservation program to be accomplished by a reduction in the use of tin plate in the packaging of beer, coffee, pet foods and of non-food materials. The new program will not affect canned foods.

Conferences have been held with representatives of the brewers, coffee roasters, oil refineries and pet food processors to explore the possibilities of the conservation of tin in these industries. Conferences are also scheduled with other users of tin plate in the packaging of many lines of consumer items.

Secretary Harriman stated that the primary purpose of the reduction in the use of tin plate for beer, coffee, pet foods and non-food items is to conserve tin for the strategic stockpile. Resumption of the production of tin in the Far East areas has not been as rapid as anticipated, and the high level of consumption of tin in this country has not made it possible to make any progress in the accumulation of a stockpile. There would also be a conservation of steel for other needs.

Retail Grocery Sales Drop, Wholesale Grocers' Increase

September, 1947, sales of retail grocery and grocery-fresh-meat stores were estimated at \$1,815 million, according to a report issued by the Office of Business Economics of the Department of Commerce. This represents a decrease of 5 percent from August but an increase of 21 percent from September last year. For the first nine months of this year retail grocery sales totaled \$16.2 billion or 22 percent more than sales for the corresponding period last year.

Chain store sales, which accounted for 36 percent of the total during September, were estimated at \$662 million, down 8 percent from August but up 37 percent from September, 1946. Based on a sample of stores reporting to the Bureau of the Census, September sales of independent stores were 2 percent lower than in August, but 8 percent above September, 1946.

Sales of wholesale grocers for September were estimated at \$810 million, a near record, up 16 percent from the previous month and up 15 percent from last year. The dollar value of inventories held by wholesale grocers at the end of September, based on a sample of 345 firms reporting, were 30 percent higher than on the same date last year and 5 percent larger than at the end of August. Wholesale grocers' stocks on hand at the end of September were equivalent to 6.4 weeks' sales compared with 5.9 weeks in 1946, and 7.7 weeks in prewar 1941.

Fresh Fruit and Vegetable Shipments Reported by USDA

Compiled from Reports Issued by Production and Marketing Administration

VEGETABLES	—Week ending—		
	Nov. 15, 1947	Nov. 8, 1947	Nov. 1, 1946
	Carloads	Carloads	Carloads
Beans, snap and lima...	60	77	129
Tomatoes.....	480	511	565
Green peas.....	30	28	10
Spinach.....	16	6	36
Others.....	5,704	5,022	5,372
FRUITS			
Citrus.....	3,313	2,299	3,383
Other.....	2,545	3,119	2,503
Total.....	12,166	11,062	11,998

USDA Meat Production Report

Meat production under Federal inspection for the week ended November 15, totaled 359 million pounds, according to the U. S. Department of Agriculture.

Statistics

culture. This was 3 percent below the 369 million pounds produced during the preceding week, but 1 percent above the 355 million pounds recorded for last year.

Industrial Production and Worker Employment Rise

Industrial production and production worker employment during September were slightly higher than the level of the preceding month and the corresponding month of 1946. The index of production of processed fruits and vegetables (seasonally adjusted) of 137 in September was one point below the August index and somewhat below last year. The advance in wholesale prices was reflected in further increases in the indices of wholesale prices of all commodities and all foods for September.

The following table shows selected indices of industrial production, employment, and wholesale prices for September, 1947, with comparisons:

Index of	Sept. 1947	Aug. 1947	Sept. 1946
	1935-39 = 100		
Industrial Production ¹ —all	185	182	179
Processed fruits and vegetables.....	137	138	143
Production worker employment—			
all manufacturing industries.....	159	157	153
Wholesale prices:			
All commodities.....	195	191	154
All foods.....	227	218	167

¹ Seasonally adjusted.

Census Bureau Releases Data on Food Exports and Imports

Exports and imports of canned foods by commodities for September, 1946, and September, 1947, and cumulative for the period January through September, 1946, and for the same nine months of this year, are shown on the following page. This information was compiled by the Association's Division of Statistics from the foreign trade figures of the Bureau of Census, U. S. Department of Commerce.

California Sardine Pack

Deliveries of California sardines to processing plants, during the week ended November 13, totaled 10,301 tons. Pack of sardines during the week aggregated 118,856 cases.

The following table, prepared from figures supplied by the California Sardine Products Institute, shows the sardine deliveries by districts and the pack by can sizes for the current season as compared with 1946:

Areas	Season to Nov. 13, 1947	Season to Nov. 14, 1946
	Tons	Tons
Northern district...	230	503
Central district...	13,409	23,091
Southern district...	77,247	99,853
Total.....	90,886	124,047
Can sizes	Cases	Cases
1-lb. ovals.....	508,550	284,695
1-lb. talls.....	435,136	993,025
½-lb. fillets.....	6,297	7,709
8-oz 90's.....	21,409	21,432
Miscellaneous.....	102,671	26,030
Total.....	1,134,063	1,333,491

Meat Canning Continues to Show Increases in Volume

Quantity of meat used in canning meat and meat products produced under Federal inspection in October, 1947, totaled 160 million pounds, according to information supplied by the U. S. Department of Agriculture. This total is considerably larger than the 94 million pounds processed in September and the 124 million pounds processed in October last year.

The total quantity of meat used in processing under Federal inspection for the first ten months of this year totaled 1,178 million pounds compared with 1,354 million pounds for the corresponding months of 1946.

The quantity of meat used in canning meat under Federal inspection for October is shown below:

	October		Jan.-Oct.	
	1946	1947	1946	1947
	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.
Beef.....	9,807	19,718	113,326	104,057
Pork.....	26,169	30,873	532,542	346,259
Sausage.....	3,414	13,628	53,786	92,980
Soup.....	44,199	46,011	295,543	329,429
Other.....	40,177	49,822	358,672	305,223
Total.....	123,766	160,052	1,354,069	1,177,957

Milan International Fair

Applications for exhibit space in the American section of the Milan, Italy, International Trade Fair, April 12 to April 27, 1948, will be received from exhibitors by December 31, 1947. Cannerymen interested in exhibition space should contact John B. Erskine, Milan International Trade Fair, 135 South La Salle Street, Suite 2251, Chicago 3, Ill.

Latest Canned Food Export and Import Statistics, with Comparisons

	September, 1946		September, 1947		Jan.-Sept., 1946		Jan.-Sept., 1947	
	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value
Exports								
Meats, total.....	35,016,515	\$10,955,076	2,978,149	\$1,185,828	832,577,600	\$239,317,661	39,741,156	\$15,446,619
Beef, corned, etc.....	8,260,701	2,379,146	910,797	287,828	157,391,285	43,874,587	9,410,381	3,195,098
Tushonka.....	3,491,998	1,353,857	.....	.....	80,130,078	32,327,259	4,312,222	1,791,831
Pork.....	7,127,829	2,312,482	564,742	880,895	82,581,976	27,973,360	12,932,708	5,968,416
Sausage, bologna, franks, etc.....	2,324,547	731,834	450,605	217,226	56,345,248	18,059,343	5,962,302	2,398,432
Other meat.....	13,811,440	4,177,757	1,052,005	290,879	456,129,073	117,083,112	7,117,483	2,662,842
Vegetables, total.....	6,315,244	960,210	28,947,515	2,848,253	169,318,248	14,250,585	108,891,637	15,248,265
Asparagus.....	861,242	200,055	1,246,253	271,361	6,526,884	1,599,751	11,483,398	2,681,418
Beans, baked and with pork.....	262,505	24,857	1,923,728	186,704	6,253,826	763,786	8,943,459	1,041,388
Corn.....	110,761	12,276	72,332	8,587	3,432,032	386,273	3,122,030	380,088
Peas.....	699,810	73,540	9,321,172	617,569	13,401,996	1,409,665	20,039,858	1,534,156
Soups.....	709,371	108,001	1,447,328	221,129	9,068,356	2,037,718	10,392,480	1,840,300
Tomatoes.....	.....	.....	503,888	66,595	.....	.....	1,770,600	223,547
Tomato paste and puree.....	1,078,752	154,617	722,648	109,973	4,637,913	622,211	12,475,033	1,855,732
Tomato juice.....	533,808	43,610	296,130	29,376	89,668,257	2,740,612	4,986,702	955,631
Catsup, etc.....	227,580	45,224	1,036,121	190,980	5,170,271	906,982	7,142,049	1,370,258
Other vegetables and juices.....	1,891,415	307,050	12,377,915	1,145,979	31,158,693	3,783,587	28,536,028	3,365,747
Condensed milk.....	2,954,661	520,748	10,315,948	2,004,407	69,563,396	11,773,015	68,942,612	13,303,691
Evaporated milk.....	55,232,817	6,731,308	53,021,766	6,703,905	809,671,328	95,832,866	322,803,455	43,826,580
Fish:								
Salmon.....	29,629	10,247	6,042,446	2,783,993	49,253,260	12,319,661	56,203,163	17,209,778
Sardines.....	1,685,473	242,278	2,913,102	789,453	65,055,149	10,231,026	52,118,021	9,024,101
Cod, haddock, lake, pollock, eusk.....	.....	.....	409,625	63,973	8,274	2,042	13,297,940	1,932,590
Herring.....	3,340	887	272,259	36,656	2,055,317	321,437	2,148,092	271,341
Other fish, except shellfish.....	1,230,999	324,917	1,474,121	304,651	14,824,845	2,523,768	12,362,160	2,598,974
Shellfish:								
Shrimp.....	2,909	2,295	51,623	36,962	53,166	47,439	1,429,141	1,342,233
Other shellfish.....	519,561	120,712	1,285,204	170,422	24,080,622	3,839,358	12,107,527	2,547,986
Fruits, total.....	3,816,931	534,744	11,553,717	1,798,108	77,545,402	10,396,837	176,028,473	23,714,008
Grapefruit.....	63,979	10,713	68,133	6,002	236,191	42,904	43,213,309	4,373,657
Berries.....	30,550	7,779	178,685	28,627	408,067	68,086	687,360	140,079
Apples and sauce.....	100,329	12,701	93,131	16,464	654,723	90,623	2,716,801	340,408
Grapes.....	.....	.....	24,975	2,914	778	145	24,975	2,914
Apricots.....	1,176,826	161,686	1,062,789	126,769	17,329,044	2,236,101	24,876,571	2,961,753
Cherries.....	140,537	32,940	265,467	46,609	2,328,919	468,620	1,221,165	270,036
Prunes and plums.....	27,722	3,731	271,677	33,303	2,520,978	295,816	5,620,763	639,533
Peaches.....	1,717,677	222,114	3,965,503	461,645	14,110,630	1,703,763	43,410,532	5,417,165
Pears.....	15,431	2,197	1,657,250	284,633	5,200,780	765,079	16,593,514	2,908,827
Pineapple.....	148,120	18,642	1,529,433	339,330	14,546,106	1,791,488	13,017,509	2,281,782
Fruit salad and cocktail.....	299,716	45,019	2,207,712	416,941	18,588,659	2,723,642	22,197,869	3,947,127
Other fruits.....	96,044	16,622	198,962	34,871	1,620,527	210,570	2,448,085	430,727
Fruit juices* (in gallons):								
Pineapple.....	29,558	21,259	40,368	44,287	524,435	414,912	601,718	561,942
Grapefruit.....	30,531	34,960	272,637	113,225	6,284,802	2,433,859	3,782,889	1,690,866
Orange.....	119,744	429,450	295,006	411,380	3,879,814	2,601,614	4,520,347	6,300,863
Other fruit juices.....	97,947	127,669	320,713	212,264	2,896,060	2,440,909	3,945,829	2,868,388
Imports								
Meat:								
Beef.....	1,396,012	400,475	5,803,469	1,849,624	2,296,092	643,552	9,178,890	2,942,795
Other meats.....	32,822	10,646	1,026,682	293,330	175,056	55,028	1,243,200	364,904
Milk, condensed and evaporated.....	.....	.....	1,707	513	632,113	58,475	2,758	670
Fish:								
Packed in oil:								
Sardines.....	395,315	155,106	1,707,432	621,136	14,914,927	5,407,008	12,222,414	4,539,607
Anchovies.....	288,596	196,209	580,878	459,750	3,400,327	2,552,555	1,281,208	984,070
Other fish in oil.....	271,432	121,228	405,418	214,339	4,338,171	1,877,961	4,988,177	2,620,645
Other fish not in oil.....	3,369,819	795,257	373,240	96,510	11,120,974	2,906,387	6,365,144	1,526,698
Shellfish:								
Clams and oysters.....	2,581	3,064	6,274	5,067	231,651	143,736	83,364	81,222
Lobsters.....	242,559	487,103	101,758	135,913	2,194,765	3,494,596	875,442	1,030,817
Vegetables:								
Pimientos.....	24,350	3,515	17,007	4,777	3,677,337	1,419,616	150,087	47,533
Tomatoes.....	295,960	28,633	1,719,336	155,255	2,325,644	165,284	7,644,078	816,281
Tomato paste and sauce.....	.....	.....	8,346	985	722,200	56,035	210,261	40,879
Other vegetables.....	299,271	31,080	11,694	2,053	2,606,308	223,910	178,385	39,714
Fruit:								
Pineapple, dutiable.....	4,397,401	608,882	7,021,337	910,443	33,043,392	4,582,323	45,379,591	5,739,218

(*) Including concentrates.

Procurement

Army to Purchase 22,419,000 Pounds of Canned Meats

The Army Quartermaster Corps, on November 21, announced that the armed services will purchase 22,419,000 pounds of canned meats during the coming year. The Chicago Quartermaster Corps depot at 1819 West Pershing Road, Chicago 9, Ill., will be in charge of the canned meat purchase program. The QMC expects to issue invitations to bid some time during the coming week.

The canned meat products that the Army intends to buy and the quantities are listed as follows:

Canned Meats	Pounds
Beef and gravy.....	1,622,000
Corned beef	1,314,000
Fresh roast beef.....	650,000
Chicken and turkey, boned.....	597,000
Chili con carne.....	842,000
Ham chunks	953,000
Hamburger	790,000
Corned beef hash.....	8,500,000
Meat and vegetable hash.....	1,300,000
Lunch meat	882,000
Pork and gravy.....	2,210,000
Vienna sausage	2,330,000
Meat and vegetable stews.....	480,000
Total all meats.....	22,419,000

USDA to Purchase 50,000,000 Pounds Mexican Canned Meat

Secretary of Agriculture Clinton P. Anderson on November 7, approved a program for the purchase for export of at least 50,000,000 pounds of canned meat in Mexico between the present time and July 1, 1948.

"The objective of this program," Secretary Anderson said, "is to provide a market for cattle in northern Mexico and thereby to assist in the program for the control and eradication of the foot-and-mouth disease now being conducted in Central and Southern States of Mexico. The program also will make available a supply of meat products which the Department of Agriculture will resell for export commercially or for relief feeding in foreign countries."

The program, which is authorized under Public Law 8, is being undertaken in cooperation with the Mexican Government as a necessary part of the plan to eradicate foot-and-mouth disease in Mexico. The full scale program, Department officials said, will make larger quantities of canned meat available for foreign relief. Under this program, purchases of canned

meat will start as soon as possible, and will continue through June 30, 1948. Packing plants located and operating in the northern States of Mexico or under construction in those areas, will slaughter and process the cattle needed to provide for program requirements.

The Department of Agriculture has agreed to provide technical assistance in the establishment and construction of the plants for slaughter and canning operations. These plants must

meet sanitary and other requirements prescribed in contracts which will be drawn between the Department of Agriculture and individual packing concerns of Mexico. The canned meat to be bought by the Department must be processed under inspection supervised by the Department at the expense of the packers and processors under contract, and such canned meat will necessarily be a wholesome, nutritious product.

Promotion

Favorable Canned Food Price Situation Editorial Subject

A large number of publications, including daily and weekly newspapers and trade journals have been using the material on the favorable position of canned foods in the current price structure which has been the subject of a series of press releases issued by the Association since October 1 and of several addresses made by Secretary Carlos Campbell at State meetings. In most cases the reports have been carried in the news or food columns of the papers, but one notable exception was made by the Houston, Texas, *Post* of November 2, which, with its heading, is reproduced below:

Quick, Watson, the Can Opener

Breadwinners' spirits and can opener stocks were given a lift by the report of Carlos Campbell, Executive Secretary of the National Canners Association to the annual convention of the Texas Canners Association at Corpus Christi Saturday.

President Truman's statement that food prices have soared 40 percent since mid-1946 is not true of canned foods, Mr. Campbell said. On the contrary, a recent N.C.A. survey of grocery store price quotations in 14 large cities revealed that canned vegetables averaged 6 percent less in price than a year ago, canned fruits averaged approximately the same prices, and canned citrus juices averaged 40 percent less than a year ago.

It is cheering to learn that any necessity of life is cheaper today than it was in 1946. Those who feel the squeeze of inflation too sharply may get out the old can opener and ballast their diet heavily on the vegetable and fruit side. There are authorities who claim that human life can be supported indefinitely on vegetables and fruits, preferably with a few nuts oc-

asionally for protein. Some go so far as to assert that all-out vegetarians are healthier and live longer than carnivorous folk. George Bernard Shaw is a walking exhibit of this teaching.

Most of us feel about vegetables as the old farmer did about gravy. Passing the gravy dish to a dinner guest, he said, "The gravy's about as good as the meat but we're all such fools we like the meat the best." However, it is comforting to know that if we are willing to live out of a can we can beat the H.C.L. on food.

Personnel

Pennsylvania Canners Officers

T. Stran Summers, president of Chas. G. Summers, Jr., Inc., New Freedom, was reelected president of the Pennsylvania Canners Association at its 33rd annual meeting at York on November 17. All other officers also were reelected for another year. They are:

Vice president for vegetables—M. V. Bankert, Blue Mountain Canneries, Martinsburg; vice president for fruits—R. E. Arnold, National Fruit Product Co., Peach Glen; vice president for mushrooms—Charles H. G. Sweigart, Keystone Mushroom Co., Coatesville; executive secretary and treasurer—William A. Free, York.

Label Manufacturers Elect

The Label Manufacturers National Association, at its 31st annual meeting held in Chicago November 6-8, elected the following officers:

President—Ted Fleming, Fleming-Potter Co., Peoria, Ill.; vice president—Alfred J. Weinsheimer, Magill-Weinsheimer Co., Chicago; and treasurer—Joseph M. Davidson, Piedmont Label Co., Bedford, Va. Charles R. Cosby of Washington, D. C., continues as executive secretary.

Wisconsin Cannery Officers

At the 43rd Annual Convention of the Wisconsin Cannery Association at Milwaukee, the following officers were elected:

President—Russell H. Winters, The Larsen Co., Green Bay; vice president—C. A. Friday, Friday Canning Corp., New Richmond; secretary—A. N. Meyer, Fredonia Canned Foods, Inc., Fredonia, and treasurer—S. K. Ferguson, Lakeside Packing Co., Manitowoc. Marvin P. Verhulst continues as executive secretary of the Association.

Prices

Canned Fruit and Vegetable Prices Show Slight Decline

Retail prices of canned fruits and vegetables in September were lower relative to prewar prices than those for any other major groups of foods, according to information released by the Bureau of Labor Statistics.

The index of retail prices of canned fruits and vegetables of 157 percent of the prewar, 1935 to 1939, average for September is 5 percent lower than for the previous month and 6 percent higher than a year earlier. This compares with the index for all foods of 204, which represents increases of 4 percent and 17 percent over last month and a year ago, respectively. Although retail food prices average more than double prewar canned food prices have gone up only half as much.

The consumer price index (formerly cost of living index) for mid-September of 164 compares with 160 in August and 146 in September, 1946.

Comparisons of retail prices for September, 1947, with a month and a year earlier are shown below:

Index of	Sept. 1947	Aug. 1947	Sept. 1946
	1935-39 = 100		
Consumer Price Index....	164	160	146
Retail Prices			
All Foods.....	204	196	174
Cereal and Bakery.....	158	156	137
Meats.....	242	230	188
Dairy Products.....	195	184	167
Eggs.....	236	212	193
Beverages.....	187	182	162
Fats and Oils.....	177	178	151
Sugar.....	181	180	142
Fruits and Vegetables			
All.....	198	200	176
Fresh.....	202	202	181
Canned.....	157	166	149
Dried.....	261	263	180

Foreign Trade

U. S. Exports Are Exceeding Imports by \$11,000,000,000

Clair Wilcox of the State Department announced this week that for the year 1947 the United States is exporting goods and services at the rate of 19 billion dollars, while importing only 8 billion dollars' worth.

Speaking in Philadelphia last Wednesday, Mr. Wilcox said our exports were out-running our imports for Europe by nearly 5 billion dollars; for North America, \$1,750,000,000; for South America, \$1,250,000,000; for Asia 1 billion and for Africa over \$500,000,000. He said Cuba was the only important trading country from whom we now buy more than we sell. The other nations of the world are unable to earn the dollars with which to pay for the quantities of goods and services which we are now supplying.

Mr. Wilcox cited Department of Commerce figures showing that exports to Europe dropped in September to the lowest point for any month this year, falling to \$394,300,000, from \$410,000,000 in August.

Declines were registered in exports to all continents except North America and Asia, as total United States exports decreased for the fourth consecutive month, falling to \$1,100,500,000 from \$1,143,100,000 in August.

Larger imports from all continents helped to send general United States imports up in September to \$481,100,000 from \$400,300,000 for the previous month.

The \$15,700,000 drop in total United States shipments came despite a \$9,000,000 increase in European shipments under foreign relief and Greek-Turkish Aid programs.

Major declines in shipments to Europe were: Britain—from \$95,700,000 in August to \$89,800,000 in September; Norway—from \$18,700,000 to \$12,500,000; Germany—from \$12,900,000 to \$8,400,000; Switzerland—from \$17,700,000 to \$14,600,000; Greece—from \$17,500,000 to \$14,300,000.

Exports to Italy rose from \$29,900,000 to \$36,000,000, more than half of which was made up by foreign relief shipments. Exports to France increased from \$56,800,000 to \$64,500,000.

TARIFF AGREEMENTS RELEASED

(Concluded from page 469)

which was mailed to all members on November 20. A summary of trade agreements relating to canned fish and fishery products was distributed to seafood canner-members by the Fishery Products Division on the preceding day.

Under the Protocol of Provisional Application, Australia, the Belgium-Netherlands-Luxembourg Customs Union (Benelux), Canada, France, the United Kingdom, and the United States have agreed to apply provisionally on and after January 1, 1948, the tariff rates applicable to commodities entering those countries. These rates will affect not only imports from these six nations, but also imports from all other nations.

Tariff concessions obtained by the United States as part of the general reduction of world trade barriers are offset for the time being, however, by the fact that the countries whose new import duties go into effect January 1, 1948—United Kingdom, Canada, France, Australia and Benelux—are experiencing dollar shortages, and, with the exception of Benelux, have imposed import restrictions which make it almost impossible for U. S. exporters to ship American products to them except under special inter-Governmental arrangements.

Other nations represented at Geneva which have not yet signed the protocol will not apply the new rates until after their governments have signed the Trade Agreements. It is expected that Brazil, Chile and Cuba will sign their respective Trade Agreements by January 1, 1948, and that their new duties will become operative prior to June 30, 1948. Proclamations by the President of the United States will make each effective date known. In the meantime, exports to these nations will be admitted under existing tariff rates.

Although only 23 nations were represented at Geneva, the International Trade Conference now in progress in Havana is being attended by delegates of 60 nations. Following this conference, other Latin-American nations are expected to issue notifications of their willingness to approve the Geneva pact, and procure the benefits of all concessions made.

Simultaneously with the announcement of its participation in the new Trade Agreement, Canada announced this week an embargo on all canned vegetables and canned fruits and all but a limited quota of canned fruit juices.

Congress

Urge Congress to Drop Canner Exemptions in Wage-Hour Law

The Wage and Hour Administrator, William R. McComb, and the Secretary of Labor, Lewis B. Schwellenbach, recommended this week that the minimum wage be increased to 75 cents an hour and that the seasonal wage and hour exemptions of the canning industry be curtailed. Testifying on November 17 before the House Labor Subcommittee studying the need for changes in the Fair Labor Standards Act, Mr. McComb stated that "in order to place all competing establishments of an industry on an equal basis," the Act should be amended to provide only one seasonal exemption.

He said that "the basic need of the agricultural processing industry is the seasonal need for some flexibility in hours without undue burden of premium overtime payments," and continued:

"The soundest solution to eliminating the present uncertainty and confusion created by these three different but overlapping agricultural processing exemptions would be to adapt one of the existing exemptions, that for seasonal industries, to the needs of the industries dealing with farm products.

"... Should the subcommittee look with favor on my suggestion, it would want not only to delete the present Section 7(c) and Section 13(a)(10), but also to modify the present Section 7(b)(3). . . . I shall be glad to submit a draft of such a change if the subcommittee desires." The fish handling and fish processing exemption in Section 13(a)(5) "has largely outlived any usefulness it may have had," he added.

Both Mr. McComb and Secretary Schwellenbach said they favor earlier proposals that industry committees, composed of labor, management and the general public, be authorized to lower a 75-cent minimum wage to a floor of 65 cents.

Secretary Schwellenbach said, "I can find no justification for exempting such groups as seamen and workers processing farm products or fish from the application of the minimum wage provisions of the Act."

He also proposed that the "overtime problem of these industries can be met under a modified Section 7(b)(3) of the Act which gives a seasonal overtime exemption."

Mr. McComb testified before the House Labor Subcommittee several times during the week, and is scheduled to appear again on Monday and Tuesday, when open hearings are to be terminated.

1948 TOMATO DISEASE PROGRAM

(Concluded from page 469)

new program, which is based on suggestions from some 250 tomato canners, fieldmen, growers, extension and research workers from 12 tomato-growing States who attended the conference, provides for improvements in the present disease warning system, for fuller cooperation of the meteorological services as an aid in forecasting regional epidemics of tomato diseases, and for a more precise application of fungicides as an essential part of disease control.

Preceding the formation of plans for combating tomato diseases in 1948, the conferees heard reports from research pathologists from 10 State experiment stations and the U. S. Department of Agriculture as to the results of control experiments during the past season, and brought the con-

ferrees up to date on the use of certain fungicides.

The conference also heard reports from canners, canners fieldmen, growers, and extension workers on the 1947 control program. These reports contained considerable practical information, emphasizing the value of an adequate warning service and the need for precise application of fungicides in the control of tomato diseases.

Practically all canners and technical fieldmen were unanimous in the opinion that the control program recommended this past year was very profitable to both growers and canners. It was pointed out that in some areas, due to difficulties with equipment and lack of proper spacing, control was not entirely adequate.

After the conference adjourned, research and extension pathologists from 10 experiment stations and the Federal Government compiled the information made available from the reports at the afternoon session, and formulated a recommended disease control program for 1948. Canners are urged to cooperate with their State plant pathologists and horticulturists in carrying out the program for next year.

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